

THE TRANSPORTATION LINK



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Sean M. Moss New DOT OSDBU Director

On November 30, U.S. Transportation Secretary Norman Y. Mineta announced the appointment of Sean M. Moss as Director of the Office of Small and Disadvantaged Business Utilization (OSDBU) at the U.S. Department of Transportation (DOT).

"Sean's extensive background in business development in both the private and public sectors will be extremely valuable as we work to include all segments of the business community in our programs," Secretary Mineta said. "It's wonderful to have him on our team here at DOT."

Prior to joining DOT, Mr. Moss served as director of business development at Empire State Development (ESD) in New York since September 1999. In that position, he worked as an advocate for New York's economic revitalization agenda, helping to create or retain thousands of jobs in the city and in distressed communities. He had served as director of ESD's New York City regional office between 1996 and 1999.

Mr. Moss emphasizes that throughout his career his passion has been in nurturing, advising and supporting small businesses. He has been associated with entrepreneurial, start-up ventures and appreciates the mindset of having to meet payroll, while also trying to grow your business.

From 1995 to 1996 Mr. Moss was vice president at GRW Capital Corporation, a small women-owned business in Washington, DC. Previously, he was a principal at KHA Associates in Chicago, where he was a consultant to small and medium-sized businesses. Between 1993 and 1994, Mr. Moss worked as a



Sean M. Moss
Director, Office of Small and
Disadvantaged Business
Utilization

sales associate at Kidder Peabody & Company, also in Chicago, selling securities to institutional investors.

From 1987 to 1991, Mr. Moss served as vice president at Cambridge Capital Markets, a small minority-owned business in New York. There he provided advisory services to companies seeking to expand their businesses. Between 1985 and 1987 he was a senior associate at United Daniels Securities in New York, another small minority-owned business. Before that he worked as a law clerk at the law firm Moss and Walton in Indianapolis.

"I am honored to serve Secretary Mineta as Director of the DOT OSDBU. The importance of small and disadvantaged businesses to our economy cannot be underestimated, because these companies historically have represented the best opportunity to foster business growth and innovation," Mr. Moss stated.

"There is a very rich legacy at the DOT OSDBU. It is unique among the federal agencies. I hope to capitalize on that legacy and leverage it to find more ways to empower companies. I hope to contribute to the successes that have already been gained at the DOT OSDBU. My goal will be to create additional opportunities for more companies."

The mission of the DOT OSDBU is, "To promote customer satisfaction through successful partnerships that result in an inclusive and effective small business procurement process." One way that Mr. Moss hopes to achieve his goals is by expanding the kind of partnerships that the DOT OSDBU currently has. He plans to establish relationships with more organizations in both the public and private sector to increase the number of firms that OSDBU can help.

Mr. Moss received a bachelor's degree in finance from Morehouse College in Atlanta in 1983, and completed a year at the University of Pittsburgh School of Law the following year. He earned a master's degree in business administration (MBA) from Indiana University in 1993.

Mr. Moss and the former Leisia Bates of New York City were recently married. She is a vice president at Moody's Investor Services.

In conclusion, Mr. Moss emphasizes that the DOT OSDBU is a wonderful platform to be able to play a role in policy, but what he looks forward to the most at the end of the day is to make a difference and really be able to help small and disadvantaged businesses reach their potential.

DOT Hiring New Federal Security Screeners

On November 19, 2001, President Bush signed the Transportation Security Act that makes airport security a direct Federal responsibility. As a result of this legislation, the U.S. Department of Transportation (DOT) plans to hire a significant number of new Federal security screeners. The new security force will be comprised of highly qualified and well-trained U.S. citizens.

If you'd like to be considered for one of these critical positions, please send your name and email address to: screener@ost.dot.gov or call the DOT Connection at 202-366-9392 or 1-800-525-2878 to leave your name and address. DOT will send you application information as soon as it is available. You can view the standards and application

procedures for these positions on the DOT web site at <http://jobs.faa.gov/securityscreeningpersonnel.htm>.

Please check the web sites for the Department of Transportation (www.dot.gov), the Office of Personnel Management (www.usajobs.opm.gov), or the Federal Aviation Administration (<http://jobs.faa.gov>) for regular updates.



Martin Luther King, Jr. Day

"The Martin Luther King, Jr. Holiday celebrates the life and legacy of a man who brought hope and healing to America. We commemorate as well the timeless values he taught us through his example — the values of courage, truth, justice, compassion, dignity, humility and service that so radiantly defined Dr. King's character and empowered his leadership. On this holiday, we commemorate the universal, unconditional love, forgiveness and nonviolence that empowered his revolutionary spirit."



Taken from "The Meaning of the Martin Luther King, Jr. Holiday" by Coretta Scott King located at <http://www.thekingcenter.com/rca.html>.

SBA Grants for Very Small Businesses



America's smallest businesses will now have access to more training and technical assistance to help them start or grow a business under a new program funded by the U.S. Small Business Administration (SBA).

Under the PRIME program – Program for Investment in Microentrepreneurs – the SBA provided federal funds to community-based, regional and national organizations that in turn will offer training and technical assistance to low-income and very low-income entrepreneurs with small businesses of five employees or less.

"The PRIME program was created to help the smallest of small businesses. These are entrepreneurs at the most basic stage of starting a business and who typically require the greatest amount of committed service and guidance," SBA Administrator Hector V. Barreto said. "In order to succeed, they require training and technical assistance that must be accessible."

While the U.S. Department of Commerce has estimated that more than two million businesses in the United States are operated by low-income and very low-income entrepreneurs, other studies indicate that only a mere fraction of this population receives business assistance. The major focus of the PRIME program is business-based assistance to precisely these low-income and very low-income entrepreneurs who lack sufficient training and education to gain access to capital to establish and expand their own small businesses.

The SBA has selected 69 organizations in 28 states to provide this service. You can view this list in the SBA Press Release posted at <http://www.sba.gov/news/current01/01-63.html>. During this inaugural year of the PRIME program, SBA is focusing on economically distressed areas.

Entrepreneurs and small business owners who may qualify to receive training or technical assistance under the PRIME program should contact a local SBA district office listed at www.sba.gov/services.

Information on the PRIME Program is posted on the SBA web site at <http://www.sba.gov/financing/frprime.html>

For more information on all of SBA's programs for small businesses, you can visit the SBA's web site at <http://www.sba.gov> or call the SBA Answer Desk at 1-800-U-ASK-SBA.

Silver Enterprises – Breaking into the Railroad Industry!

Silver Enterprises, owned by Anne Sicilia of Cape Coral, Florida, was the recent recipient of the U.S. Department of Transportation (DOT) Research and Special Program Administration's (RSPA) Outstanding Women-owned Business Enterprise Award.

Ms. Sicilia started her railroad equipment refurbishing business in 1995 in Fairfax, Virginia. She had gained expertise in the field while working for a prominent contractor on Volpe National Transportation Systems Center (Volpe Center) projects. She reached the point where someone said, "You know a lot about railroad equipment. Why don't you start your own business and sell railroad equipment?"

As a result, Ms. Sicilia is in a position where she recently completed a contract where her company delivered 151 railroad flat cars in eighteen months to multiple delivery points for the Department of the Army. Although Silver Enterprises is a small woman-owned business with 8(a) certification, all of their contracts have been awarded through the full and open competitive bidding.

Ms. Sicilia's background is in training. Before she started her own business, she had significant experience in training army railroad personnel. During Desert Storm she conducted this type of training for Reserves who had been mobilized. She attributes a good part of her success to the extensive railroad knowledge that she acquired working with a broad range of subject matter experts on training projects.

Ms. Sicilia's contracts with the Volpe Center have been performed through a Volpe Center-Silver Enterprises team effort. RSPA points out that, "Ms. Sicilia oversees her subcontractors in such a manner that team contractual work efforts are accomplished in a timely manner and she consistently

adheres to the team concept in management of her subcontractors." From Ms. Sicilia's perspective, she emphasizes that one of the keys to her success is her ability to link together people with particular expertise and capabilities to design what the government customer needs.



Secretary Mineta (left) and Ellen Engleman of RSPA (right) give Anne Sicilia (center) of Silver Enterprises the Outstanding Women-owned Business Enterprise Award

Ms. Sicilia attributes her understanding of the FAR (Federal Acquisition Regulations) and the entire federal acquisition process as another key to her success. She points out that many businesses in the rail industry are only used to working in the private sector. She feels that her twenty years of experience working with the federal government in federal acquisition has given her an advantage.

Ms. Sicilia's expertise in contractual issues was emphasized by RSPA when they pointed out that they were particularly impressed with her knowledge of the very detailed specifications of railroad equipment contracts. RSPA pointed out that she documents every detail. As a result, the company

maintains a consistent reputation of complying with every specification in their contracts. Ms. Sicilia proudly emphasizes that she takes her government contractual commitments very seriously. She believes in delivering better than required, rather than the least required. She feels that too many companies deliver the minimum required. The past performance of Silver Enterprise confirms the success of this philosophy. RSPA points out that Silver Enterprises has never missed a delivery requirement and has even exceeded the delivery requirements on a consistent basis.

In 2000, Robert McGuire, a retired Army Transportation Corps officer and a former employee of the Volpe Center, joined Silver Enterprises, doubling the employment of the company. Mr. McGuire brings a total of thirty years of military and civilian transportation and training experience to the Company.

When Silver Enterprises first started competing for Volpe Center contracts, success came slowly. The first year they were in business they had no contracts and no revenue. The second year they got a \$1.3 million contract and made a profit of \$90,000. Over the last two years they have brought in over \$13 million in revenue.

In a very short period of time, Anne Sicilia has gained respect as an expert in a field where women-owned businesses were virtually nonexistent. Today Silver Enterprises has become a major supplier of U.S. Army railroad cars, and their cars are highly prized by the various army bases.

For more information you can contact Silver Enterprises by phone at (941) 542-0068, by fax at (941) 542-6221, or by e-mail at silver5849@aol.com.

DBE Q&As Updated

The Questions and Answers pertaining to the Department of Transportation's (DOT) Disadvantaged Business Enterprise (DBE) program have been updated on the DOT Office of Small and Disadvantaged Business Utilization (OSDBU) web site. You can review these Questions and Answers at <http://osdbuweb.dot.gov/business/dbe/dbeqna.html>. Please note that the questions are listed in the order that the subject matter occurs in the Final Rule. Each answer also includes a hyperlink to the corresponding section of the Rule.

In addition, the Questions and Answers have been posted on one continuous page at <http://osdbuweb.dot.gov/business/dbe/dbeqnaallinone.html?prettyprint=yes> for the convenience of customers who would like to conveniently print them out.

The General Counsel of the Department of Transportation has reviewed these questions and answers and approved them as consistent with the language and intent of 49 CFR Part 26. These questions and answers therefore represent the institutional position of the Department of Transportation.

CALENDAR OF EVENTS FOR January/February 2002

DATE	EVENT	CONTACT
January 17-20	United States Association for Small Business and Entrepreneurship Reno, Nevada	Joan Gillman (608) 262-9982 jgillman@ facstaff.wisc.edu www.usasbe.org
February 1	SBIR Business Development- Bidder's Course and Workshop Washington, DC	John Davis (410) 315-8101 SBIR@win-sbir.com http://www.win-sbir.com/course.html
February 20	MD/DC Minority Supplier Development Council Partnership Breakfast Verizon Communications Washington, DC	Kwame Brown (202) 955-6199 kwame.brown@mddc council.com http://www.mddcouncil.com/
February 20-21	Illinois Department of Transportation 'Small Business is Big Business' Conference Springfield, Illinois	Adil Rahman (217) 782-9377 rahmanma@nt.dot. state.il.us http://www.dot.state.il.us/sbe/workshop.html

<http://osdbuweb.dot.gov>

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